

Local Market Update – April 2016

A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC
RESIDENTIAL ACTIVITY ONLY | Data current as of May 14, 2016



Lake County

- 4.8%

+ 19.4%

- 9.2%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	April			Trailing 12 Months		
	4-2015	4-2016	+ / -	4-2015	4-2016	+ / -
New Listings	1,647	1,621	- 1.6%	14,425	15,136	+ 4.9%
Under Contract (includes Contingent and Pending)	858	1,066	+ 24.2%	7,728	8,428	+ 9.1%
Closed Sales	593	726	+ 22.4%	7,580	8,020	+ 5.8%
Median Sales Price*	\$247,500	\$249,100	+ 0.6%	\$237,250	\$245,000	+ 3.3%
Average Sales Price*	\$305,731	\$328,394	+ 7.4%	\$319,438	\$329,171	+ 3.0%
Percent of Original List Price Received*	93.2%	94.0%	+ 0.9%	92.6%	93.1%	+ 0.5%
Average Market Time	114	119	+ 4.4%	104	109	+ 4.8%
Inventory of Homes for Sale at Month End	4,044	3,786	- 6.4%	--	--	--

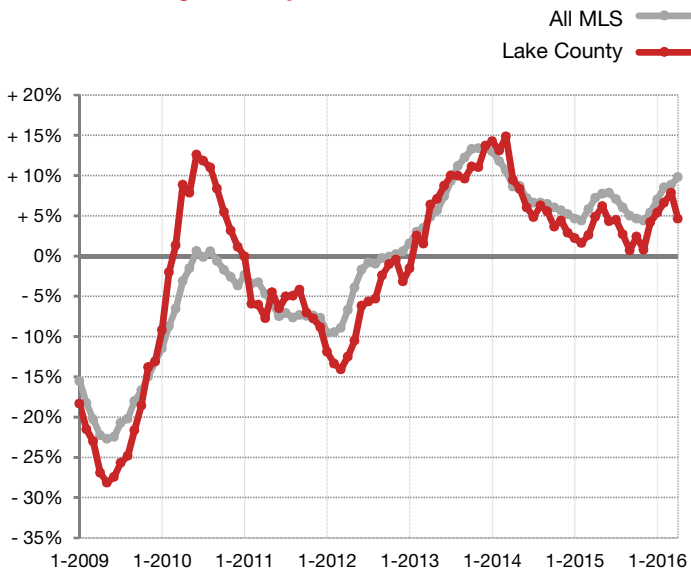
Attached Single-Family

	April			Trailing 12 Months		
	4-2015	4-2016	+ / -	4-2015	4-2016	+ / -
New Listings	417	343	- 17.7%	3,400	3,369	- 0.9%
Under Contract (includes Contingent and Pending)	236	290	+ 22.9%	2,227	2,402	+ 7.9%
Closed Sales	187	205	+ 9.6%	2,214	2,297	+ 3.7%
Median Sales Price*	\$136,500	\$156,000	+ 14.3%	\$145,000	\$152,100	+ 4.9%
Average Sales Price*	\$167,962	\$195,559	+ 16.4%	\$182,604	\$192,340	+ 5.3%
Percent of Original List Price Received*	93.4%	94.5%	+ 1.2%	93.8%	93.7%	- 0.1%
Average Market Time	80	85	+ 6.3%	77	75	- 2.6%
Inventory of Homes for Sale at Month End	790	604	- 23.5%	--	--	--

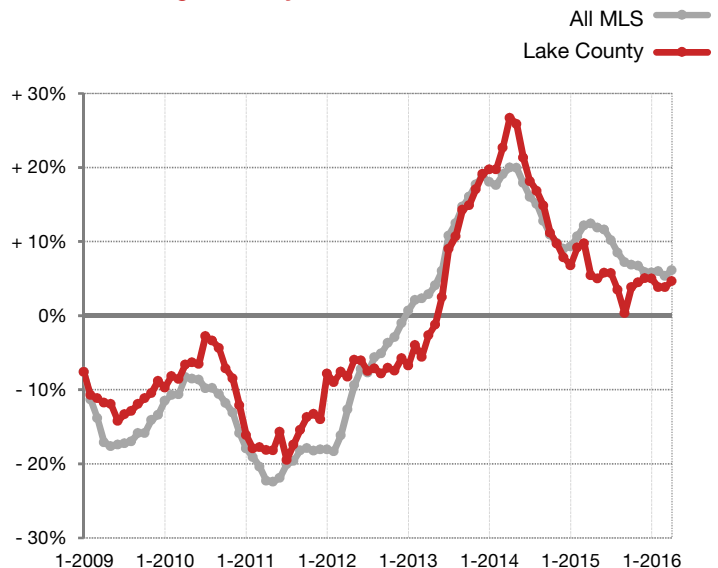
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data from Midwest Real Estate Data LLC. Powered by ShowingTime 10K.